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**State:** Arkansas **Filing Company:** The Lincoln National Life Insurance Company  
**TOI/Sub-TOI:** LTC06 Long Term Care - Other/LTC06.000 Long Term Care - Other  
**Product Name:** Lincoln Long-Term care Fixed Annuity Advertising Material  
**Project Name/Number:** Lincoln Lincoln Long-Term care Fixed Annuity Advertising Material/2072164

## Filing at a Glance

Company: The Lincoln National Life Insurance Company  
Product Name: Lincoln Long-Term care Fixed Annuity Advertising Material  
State: Arkansas  
TOI: LTC06 Long Term Care - Other  
Sub-TOI: LTC06.000 Long Term Care - Other  
Filing Type: Advertisement  
Date Submitted: 10/08/2012  
SERFF Tr Num: LCNC-128712320  
SERFF Status: Closed-Approved  
State Tr Num:  
State Status: Approved-Closed  
Co Tr Num: 2072164  
  
Implementation: On Approval  
Date Requested:  
Author(s): Anabela Tavares  
Reviewer(s): Donna Lambert (primary)  
Disposition Date: 10/10/2012  
Disposition Status: Approved  
Implementation Date:

State Filing Description:

**State:** Arkansas  
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**Product Name:** Lincoln Long-Term care Fixed Annuity Advertising Material  
**Project Name/Number:** Lincoln Lincoln Long-Term care Fixed Annuity Advertising Material/2072164  
**Filing Company:** The Lincoln National Life Insurance Company

## General Information

Project Name: Lincoln Lincoln Long-Term care Fixed Annuity Advertising Material  
Project Number: 2072164  
Requested Filing Mode: Review & Approval  
Explanation for Combination/Other:  
Submission Type: New Submission  
Overall Rate Impact:  
Status of Filing in Domicile: Pending  
Date Approved in Domicile:  
Domicile Status Comments:  
Market Type: Individual  
Individual Market Type:  
Filing Status Changed: 10/10/2012  
State Status Changed: 10/10/2012  
Created By: Anabela Tavares  
Submitted By: Anabela Tavares  
Corresponding Filing Tracking Number:

### Filing Description:

The Lincoln National Life Insurance Company  
NAIC# 020-65676 FEIN # 35-0472300

Re: NEW SUBMISSION

Advertising Filing – Fixed Annuity with Long Term Care

Form(s): 2072164 – Lincoln Long-Term CareSM Fixed Annuity – Fact-At-A-Glance

Dear Sir or Madam:

Attached for your review and approval is the above-referenced advertising form. This form is new and does not replace any other form previously approved by your Department.

This advertising brochure will be used with base contract 06-608 approved by your department on February 2, 2006 and riders AE-227, AE-235 and AE-236 approved on February 18, 2010.

If you need any additional information, please contact me toll-free at 1-800-238-6252, Extension 2307. Thank you for your attention to this matter.

## Company and Contact

### Filing Contact Information

Anabela Tavares, Product Compliance Coordinator  
350 Church Street  
MPM-10  
Hartford, CT 06103  
anabela.tavares@lfg.com  
860-466-2307 [Phone]  
860-466-1348 [FAX]

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**Filing Company Information**

The Lincoln National Life  
Insurance Company  
350 Church Street - MPM1  
Hartford, CT 06103-1106  
(860) 466-2899 ext. [Phone]

CoCode: 65676  
Group Code: 20  
Group Name:  
FEIN Number: 35-0472300

State of Domicile: Indiana  
Company Type: Life  
State ID Number:

**Filing Fees**

Fee Required? Yes  
Fee Amount: \$50.00  
Retaliatory? No  
Fee Explanation:  
Per Company: No

Company	Amount	Date Processed	Transaction #
The Lincoln National Life Insurance Company	\$50.00	10/08/2012	63549953

<b>SERFF Tracking #:</b>	LCNC-128712320	<b>State Tracking #:</b>		<b>Company Tracking #:</b>	2072164
<b>State:</b>	Arkansas	<b>Filing Company:</b>	The Lincoln National Life Insurance Company		
<b>TOI/Sub-TOI:</b>	LTC06 Long Term Care - Other/LTC06.000 Long Term Care - Other				
<b>Product Name:</b>	Lincoln Long-Term care Fixed Annuity Advertising Material				
<b>Project Name/Number:</b>	Lincoln Lincoln Long-Term care Fixed Annuity Advertising Material/2072164				

## Correspondence Summary

### Dispositions

Status	Created By	Created On	Date Submitted
Approved	Donna Lambert	10/10/2012	10/10/2012

### Filing Notes

Subject	Note Type	Created By	Created On	Date Submitted
Correction to general information	Note To Reviewer	Anabela Tavares	10/10/2012	10/10/2012

<b>SERFF Tracking #:</b>	LCNC-128712320	<b>State Tracking #:</b>		<b>Company Tracking #:</b>	2072164
<b>State:</b>	Arkansas	<b>Filing Company:</b>	The Lincoln National Life Insurance Company		
<b>TOI/Sub-TOI:</b>	LTC06 Long Term Care - Other/LTC06.000 Long Term Care - Other				
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<b>Project Name/Number:</b>	Lincoln Lincoln Long-Term care Fixed Annuity Advertising Material/2072164				

## Disposition

Disposition Date: 10/10/2012

Implementation Date:

Status: Approved

Comment:

Rate data does NOT apply to filing.

Schedule	Schedule Item	Schedule Item Status	Public Access
Form	Lincoln Long-Term CareSM Fixed Annuity – Fact-At-A-Glance	Approved	Yes

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## Note To Reviewer

**Created By:**

Anabela Tavares on 10/10/2012 06:42 AM

**Last Edited By:**

Donna Lambert

**Submitted On:**

10/10/2012 02:31 PM

**Subject:**

Correction to general information

**Comments:**

Good morning,

I inadvertently enter the wrong base contract information on the cover letter. The correct base contract that this piece will be used is 09-612 approved by your department on March 27, 2009. I apologize for any inconvenience this might have caused.

Thank you

Anabela

<b>State:</b>	Arkansas	<b>Filing Company:</b>	The Lincoln National Life Insurance Company
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<b>Product Name:</b>	Lincoln Long-Term care Fixed Annuity Advertising Material		
<b>Project Name/Number:</b>	Lincoln Lincoln Long-Term care Fixed Annuity Advertising Material/2072164		

## Form Schedule

Lead Form Number:							
Item No.	Schedule Item Status	Form Number	Form Type	Form Name	Action/ Action Specific Data	Readability Score	Attachments
1	Approved 10/10/2012	2072164	ADV	Lincoln Long-Term CareSM Fixed Annuity – Fact-At-A-Glance	Initial:	0.000	2072164.pdf

### Form Type Legend:

<b>ADV</b>	Advertising	<b>AEF</b>	Application/Enrollment Form
<b>CER</b>	Certificate	<b>CERA</b>	Certificate Amendment, Insert Page, Endorsement or Rider
<b>DDP</b>	Data/Declaration Pages	<b>FND</b>	Funding Agreement (Annuity, Individual and Group)
<b>MTX</b>	Matrix	<b>NOC</b>	Notice of Coverage
<b>OTH</b>	Other	<b>OUT</b>	Outline of Coverage
<b>PJK</b>	Policy Jacket	<b>POL</b>	Policy/Contract/Fraternal Certificate
<b>POLA</b>	Policy/Contract/Fraternal Certificate: Amendment, Insert Page, Endorsement or Rider	<b>SCH</b>	Schedule Pages



# Lincoln Long-Term Care<sup>SM</sup> Fixed Annuity

## Facts At-A-Glance

### Single premium deferred annuity with long-term care (LTC) benefits

**Issue ages** 45–74

**Available market** Nonqualified

**Minimum premium**

The minimum single premium is \$50,000.

**Maximum premium  
(without prior Home Office approval)**

Triple Leverage Option (2+4 benefit duration): \$400,000  
Double Leverage Option (3+3 benefit duration): \$600,000  
The maximum premium limit is per contractowner, including previous *Lincoln Long-Term Care<sup>SM</sup> Fixed Annuity* contracts involving the same individual.

**Interest rate**

Contract's interest rate will be the interest rate in effect on the day the contract is issued.

**Interest rate guarantee period**

**Initial:** Seven years    **Subsequent:** One year

**Guaranteed minimum interest rate<sup>1</sup>**

Ranges from 1% to 3%

**Accumulation value (contract value)**

Before annuity payments begin: The single premium plus interest, and less LTC benefits paid, LTC benefit charges, partial surrenders, surrender charges, Market Value Adjustment (MVA), and any deductions for taxes if Lincoln is required to pay them.

**Surrender charges  
(percentage of accumulation value  
surrendered)**

Surrender charges and an MVA apply to the amount of contract value withdrawn, other than for LTC benefits, or surrendered in excess of the free withdrawal amount.

Contract year	1	2	3	4	5	6	7	8+
	8%	8%	7%	6%	5%	4%	3%	0%

**Market Value Adjustment (MVA)**

If you access more than the 10% free withdrawal amount before the end of the surrender charge period, it may be subject to a surrender charge and an MVA. The MVA is a positive or negative adjustment, based on the current interest rate environment at the time of the surrender. The MVA does not apply to: LTC benefits, withdrawals after the surrender charge period, 10% free withdrawals, the death benefit, and annuitization.

**Partial surrenders<sup>2</sup>**

Beginning in the first contract year, up to 10% (known as the free withdrawal amount) of contract value may be withdrawn each contract year without incurring surrender charges.

**Note: Withdrawals taken for purposes other than for LTC benefits will reduce total LTC benefits on a pro rata basis, which means the amount of the reduction may be more than the amount withdrawn.**

**Death benefit (prior to annuitization)**

Upon the death of the contractowner or annuitant, beneficiaries receive the contract value.

**Scheduled maturity date**

Later of the 10th contract anniversary or the contract anniversary on or immediately following the annuitant's 95th birthday. Maturity date may be changed after the fifth contract year to any date earlier than the 95th birthday.

**Choice of income payment options  
(annuitization)**

After the fifth contract year, the contract value without surrender charges or an MVA may be received under a number of income payment options, including an income that cannot be outlived.

**Long-term care (LTC) benefits**

Monthly LTC benefits are paid when the covered life:

- Has been given and follows a plan of care prescribed by a licensed healthcare practitioner.
- Has been certified by a licensed healthcare practitioner as being chronically ill, which is the incapacity to perform two of six activities of daily living (ADLs) for at least 90 days; and/or has a severe cognitive disability that requires the covered life to have substantial supervision; and is receiving qualified long-term care services. The ADLs include bathing, continence, dressing, eating, toileting and transferring. Qualified long-term care services include maintenance or personal care service or any diagnostic, preventive, therapeutic, curing, treating, mitigating and rehabilitative service.

Total LTC benefits are paid over a minimum of six years. Maximum monthly LTC benefits are available after the fifth contract anniversary. Lower monthly LTC benefit payments may be received after the first contract anniversary; lower monthly payments are spread over longer than six years, but total LTC benefits remain the same.

The purpose of this communication is the solicitation of insurance. Contact will be made by an insurance agent or insurance company.

<sup>1</sup> Guarantees are backed by the claims-paying ability of The Lincoln National Life Insurance Company.

<sup>2</sup> Withdrawals other than for LTC benefits are subject to income taxes and, if withdrawn before age 59½, an additional 10% federal tax may apply.

(continued on next page)



Before LTC benefit payments are received, a 90-day deductible period must first be satisfied.

Primary LTC benefits: An acceleration benefit is paid first from the contract value during the acceleration benefit duration and an extension benefit is then paid from Lincoln funds during the extension benefit duration.

An additional growth benefit may also be available.

The maximum monthly LTC benefit is recalculated on each contract anniversary and each time a withdrawal other than for LTC benefits is made. The monthly amount of coverage is based on the amount of the single premium paid, the leverage option chosen and when LTC benefits are taken.

The chart below shows the amounts of LTC benefits that may be received for a single premium payment of \$50,000. The amounts assume no growth, no withdrawals taken, and no LTC benefits paid before the fifth contract anniversary.

The contractowner chooses the leverage option at contract issue.

	Acceleration benefit duration	Extension benefit duration	Guaranteed monthly maximum benefit	Acceleration benefit	Extension benefit	Total long-term care benefit
Triple Leverage Option	2 years	4 years	\$2,083.33	\$50,000	\$100,000	\$150,000
Double Leverage Option	3 years	3 years	\$1,388.89	\$50,000	\$50,000	\$100,000

If the covered life is not in a nursing home or is not receiving hospice care, the monthly benefit is reduced by 50%; the total benefits payable are the same, but are paid over a period longer than six years.

An optional nonforfeiture benefit may be elected.

### LTC benefit charges

Acceleration charge	Currently zero
Extension charge	The cost of the LTC benefits Lincoln provides
Nonforfeiture charge	Only if the optional nonforfeiture benefit is elected

Charges are based on the contractowner's age at contract issue and the leverage option chosen.

It is possible that the annual charge may exceed the amount of interest credited in a contract year.

**The Lincoln Long-Term Care<sup>SM</sup> Fixed Annuity may not cover all of the long-term care expenses incurred during the period of coverage. Accordingly, Lincoln strongly advises that all contract terms, conditions, limitations and exclusions be carefully reviewed.**

### Hello future.®

Not a deposit
Not FDIC-insured
Not insured by any federal government agency
Not guaranteed by any bank or savings association
May go down in value

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LCN1209-2072164

POD 9/12 202

Order code: FA-LTCMV-FST001



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2053679

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A fixed annuity is intended for retirement or other long-term needs. It is intended for a person who has sufficient cash or other liquid assets for living expenses and other unexpected emergencies, such as medical expenses. A fixed annuity is not a registered security or stock market investment and does not directly participate in any stock or equity investments, or index.

Lincoln Long-Term Care<sup>SM</sup> Fixed Annuity (Contract Form 09-612, or state variation) with Long-Term Care Benefits Rider (Form AE-227, or state variation), Long-Term Care Coverage Endorsement (Form AE-235, or state variation; endorsement covered under form AE-227 in the state of Maryland) and Contract Amendment for Long-Term Care Benefits (Form AE-236, or state variation) is issued by The Lincoln National Life Insurance Company, Fort Wayne, IN, and distributed by Lincoln Financial Distributors, Inc., a broker/dealer. **The Lincoln National Life Insurance Company does not solicit business in the state**

**of New York, nor is it authorized to do so. Contractual obligations are backed by the claims-paying ability of The Lincoln National Life Insurance Company.**

The exact terms of the annuity are contained in the contracts and any attached riders, endorsements and amendments, which will control the issuing company's contractual obligations. For more information about the annuity, please also read the Disclosure Statement and Client Guide, or contact your Lincoln representative.

Income taxes are due upon withdrawal other than for LTC Benefits and, if withdrawn before age 59½, a 10% federal penalty tax may apply. Withdrawals other than for LTC Benefits and surrenders may be subject to surrender charges and an MVA.

Product and features are subject to state availability. Limitations and exclusions may apply. Limitations and exclusions on eligibility of Long-Term Care Benefits include: receiving treatment for nervous or mental disorders (excluding Alzheimer's disease or dementia), receiving treatment for alcoholism or drug addiction (unless the drug addiction is a result of medication taken in doses as prescribed by a physician), receiving treatment arising out of an attempt at suicide or an intentionally self-inflicted injury, or receiving treatment provided in a Veteran's Administration or other government facility. Anyone receiving qualified long-term care services for which benefits are available under Medicare or other governmental programs (except Medicaid), workers compensation laws (unless the exclusion extends to only specific medical charges for which the employee, employer, or carrier is liable or responsible according to a final adjudication of the claim), employer's liability laws, occupational disease laws, or motor vehicle no-fault laws will also not be eligible. Additionally, this includes qualified long-term care services provided by members of the covered life's immediate family, whether paid or unpaid.